

Message Text

UNCLASSIFIED

PAGE 01 KUWAIT 01113 101324Z

42

ACTION NEA-09

INFO OCT-01 ISO-00 AGR-10 EB-07 COME-00 STR-04 CIAE-00

INR-07 NSAE-00 PA-02 USIA-15 PRS-01 TRSE-00 SP-02

/058 W

----- 105920

R 101239Z MAR 75

FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC 2461

INFO AMEMBASY BEIRUT

AMCONSUL DHAHRAN

AMEMBASSY JIDDA

AMEMBASSY MANAMA

UNCLAS KUWAIT 1113

DEPT PASS USDA FAS WASHDC

E.O. 11652: N/A

TAGS: BEXP, KU

SUBJECT: USDA EXPORT SALES TEAM

1. FOLLOWING ARE RESULTS OF FOUR-DAY FOOD SALES TEAM EFFORT
IN KUWAIT:

	SALES DURING VISIT	PROJECTIONS TO
	US\$	12/31/75 - US\$
TIMBERLINE	90,000	250,000
CALIF. VALLEY	11,000	25,000
MANASTER	11,000	25,000
TOTAL	\$112,000	\$300,000

2. CADUR REP A. TEIJEIRO ARRIVED IN KUWAIT FEB 26, DEPARTED
MARCH 1 AND DID NOT PARTICIPATE IN SCHEDULED APPOINTMENTS OR
RECEPTION. EMBASSY CANCELLED HIS EIGHT APPOINTMENTS. TEIJEIRO
INFORMED EMBOFF THAT HE APPOINTED LOCAL AGENT AND MADE SALES
BUT DOLLAR AMOUNT NOT KNOWN. NO OTHER AGENTS APPOINTED
ALTHOUGH TEAM MEMBERS HAD SEVERAL OFFERS WHICH THEY ARE
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 KUWAIT 01113 101324Z

CONSIDERING.

3. RECEPTION ATTENDED BY AMBASSADOR, DCM, EMBASSY ECON/COMMERCIAL STAFF, USDA TEAM AND ABOUT 45 KUWAITI FOOD MERCHANTS AND IMPORTERS. ABOUT EIGHTY MERCHANTS HAD BEEN INVITED; FOR KUWAIT, TURNOUT CONSIDERED GOOD.

4. NO STATS AVAILABLE ON ATLAND, WHOSEREP, PETER J.T. NELSEN, ARRIVED ONE DAY LATE. NELSEN DID NOT REPEAT NOT SHOW INTEREST IN PURSUING SALES OF ATLAND MEAT PRODUCTS BUT CONCENTRATED ON OTHER BUSINESS DEALS INCLUDING SELLING RICE; TALKS WITH D.G. CIVIL AVIATION AND KUWAIT AIRWAYS CONCERNING LANDING RIGHTS FOR HIS QUOTE DORMANT UNQUOTE AIRLINE, NORTHERN INTERNATIONAL AIRLINES; AND BUSINESS RELATED TO ANOTHER FIRM, GLOBUS INTERNATIONAL, 1801 K. NW, WASHINGTON, D.C.

5. COMMENT: EMBASSY PLEASED WITH EFFORT OF MANASTER, RIDEOUT AND BARTHOLOMEW WHICH PRODUCED SOLID RESULTS. TIMBER-LINE SALES SEEM TO BE MAINLY IN CORN OIL WHERE CURRENT PRICE APPEALED TO KUWAITIS. TWO ASPECTS OF MISSION WORTH REMEMBERING FOR FUTURE EFFORTS: 1) EXTREMELY DIFFICULT AND SOMEWHAT EMBARRASSING FOR EMBASSY TO CANCEL AND THEN RESET APPOINTMENTS FOR NO SHOWS OR LATE ARRIVALS, PARTICULARLY AT LAST MINUTE; 2) IF MEMBERS OF SALES TEAMS HAVE OTHER INTERESTS THAN THOSE IDENTIFIED IN MISSION PROPOSAL, EMBASSY SHOULD BE NOTIFIED IN ADVANCE IN ORDER TO MAKE PROPER APPOINTMENTS.
STOLTZFUS

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 10 MAR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975KUWAIT01113
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750083-0415
From: KUWAIT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750367/aaaaciet.tel
Line Count: 88
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: buchant0
Review Comment: n/a
Review Content Flags:
Review Date: 06 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <06 JUN 2003 by BrownAM>; APPROVED <25 FEB 2004 by buchant0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: USDA EXPORT SALES TEAM
TAGS: BEXP, KU
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006